

SCOUTING FOR SUCCESS THROUGH SUPPLIER BUSINESS-TO-BUSINESS CONNECTIONS

ABOUT QUALITY CORRECTIONS & INSPECTIONS.

Quality Corrections & Inspections is a high-volume product rework services provider. The company was founded in 1986 by Ronald Burk and his son Randy in Duncansville, Pennsylvania. As imports were increasing from overseas, they began observing needs for rework services in the footwear industry. Initially, the company serviced the footwear sector and later added rework services for apparel, accessories, and consumer goods. In 2003, a second facility was established in Henderson, Nevada, to expand the company's U.S. footprint by providing services to retailers and distribution centers across the country

THE CHALLENGE. Quality Corrections & Inspections has a diverse customer base, and flexibility is crucial to meeting their needs. On any given day in their production facilities, they may work on sewing repairs, labeling changes, counteract mold on imported footwear, performing hardware component replacements on kitchen fixtures, contract assembly, and more. Quality Corrections & Inspections leadership wanted to increase awareness of their capabilities and the flexible production support they can offer to firms. Quality Corrections and Inspections needed help making connections with businesses locally (and around the world) that could use their services. Leadership turned to Manufacture Nevada, part of the MEP National Network™.

MEP CENTER'S ROLE. Manufacture Nevada helped Quality Corrections & Inspections connect with foreign groups through trade missions to Asia. They also used the MEP Supplier Scouting program to post opportunities and connect to companies looking for resources that they could support. Thanks to the Supplier Scouting program, Manufacture Nevada helped identify and facilitate several valuable introductions to companies locally and across the country, which are now leading to new projects. The first project to kick off has resulted in the investment of new capital equipment worth approximately \$30,000 and training has commenced for staff that will be responsible for managing and implementing the project. Inventories are expected to increase over time. In addition to the Supplier Scouting program, the Manufacture Nevada team was instrumental in leading the company to participate in a few trade missions just a few years ago. The trade missions have since helped the company make hundreds of new connections in key markets and industries, bringing new business opportunities to Quality Corrections & Inspections. In the past few years, the company's sales have grown and leaders attribute some of that success to the collective efforts of these initiatives.

RESULTS



\$30,000 in new investment



100s of new connections in key markets and industries & new business opportunities



3 years of sales growth



3 international trade missions



New training to support new investment

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"Manufacture Nevada is the glue to bring people and companies together."

-Randy Burk, Executive Vice President